



LITHUANIA – LUXEMBOURG BUSINESS FORUM

26 OCT 2017 VILNIUS

LUXEMBOURG BUSINESS DELEGATION LIST OF COMPANIES INTERESTED IN B2B MEETINGS

Advensys Conseil

www.advensys-conseil.lu

What we do?

Advensys Conseil is an alternative fund incorporation, company formation, accounting and tax optimisation agency.

Sector of activity

Services to companies

Turnover, €

300 000

Looking for

End customers (accounting companies, local SME, financial companies)

Our representative(s)

CEO Abdul Irfan

Apateq

www.apateq.com

What we do?

APATEQ provides compact and cost-efficient water and wastewater treatment systems that combine field-proven membrane filtration with proprietary process technologies.

Sector of activity

Eco-technologies, environment and renewable energies

Turnover, €

< 5 million

Looking for

End customers (port operators, ship owners, waste management companies)

Our representative(s)

Chief Sales Officer Dirk Martin

Arendt & Medernach

www.arendt.com

What we do?

The largest and leading law firm in Luxembourg

Sector of activity

Law firm

Turnover, €

N/A

Looking for

Companies active in financial/economic sectors interested in using Luxembourg jurisdiction (banks, asset managers, financial institutions, lawyers)

Our representative(s)

Counsel Robert Wagener

Partner Florence Stainier

European American Enterprise Council

www.eaec.lu

What we do?

EAEC, transatlantic accelerator, has been launched initially in San Francisco US 15 years ago by Sebastien Torre. The group structured the European entity in January 2017 in Luxembourg with Jérôme Grandidier as Europe President. We provide our customers very high quality of corporate services in three sectors depending on the state of development of the requesting company: structuration (shareholders' agreement, branding, trustee services, etc.), financing (fundraising, European and public subsidies, leasing, etc.), and scale up with high experienced senior advisors team. We are labelled Enterprise Europe Network, work for the European Commission for the Near US project, and organise above other events the CES B2B meetings which provide us a very well and recognized network especially in innovation.

Sector of activity

ICT and e-commerce

Turnover, €

4 million

Looking for

End customers

Our representative(s)

President Europe Jérôme Grandidier
Financial Analyst Elodie Trojanowski

Microsafe S.à r.l.

www.microsafe.lu

What we do?

Development, manufacture, sales of spare parts for vacuum cleaners and suction systems, plastic injection molding.

Sector of activity

ICT and e-commerce

Turnover, €

1,6 million

Looking for

Industrial partnership or co-operation, manufacturing agreement (looking for companies to offer injection molding technology)

Our representative(s)

CEO Markus Porten
Founder Nicole Häder

What we do?

Strategic consultancy

Make Information Systems secure enough to tackle all type of threats

- Risk analysis or security assessment
- Implement a Security Policy (train a CSO, documents and logs)
- Implement a ISO 27001 security framework, DRS, risk management system

Processes efficient enough to provide the value expected by both internal and external stakeholders

- Implement of quality in the Information Systems (Six-Sigma, ITIL, scorecards)
- System urbanization, system architecture design
- Audit compliance for financial/legal with recommendations

Score the performance of the IT budget

- Assessment for the ROI and TCO for projects or existing IT system
- Alignment of IT on the business, cost cutting

Project management

Be sure that IT solutions would meet business needs

- Project management from A to Z
- Specification books for any solution CRM, ERP, DMS, etc.
- Specification book for hardware, design
- Agile project management
- Continuously follow up

Technical know-how

Cope with the necessity to keep IT up to date

- Audit experts for the VMware, Microsoft, security, firewalling
- VMware experts
- Microsoft experts
- Sophos, Fortinet, Cisco engineers
- Microsoft cloud, VMware cloud
- Linux experts

Sector of activity

Services to companies

Turnover, €

3 million

Looking for

End customers (Chief Executive Officer, Chief Financial Officer, Chief Information Officer, Chief Information Security Officer, Blue Chip companies and Medium businesses that want to refocus their information system around security and quality, assess their risks and that want to choose new solutions, that allow to reduce the budget)

Our representative(s)

CEO Massimo Russo

SES Techcom S.A.

www.ses.com

What we do?

SES is the world-leading satellite operator and the first to deliver a differentiated and scalable GEO-MEO offering worldwide, with more than 50 satellites in Geostationary Earth Orbit (GEO) and 12 in Medium Earth Orbit (MEO). SES focuses on value-added, end-to-end solutions in two key business units; Video and Networks. The company provides satellite communications services to broadcasters, content and internet service providers, mobile and fixed network operators, governments and institutions, and businesses worldwide. SES's portfolio includes the ASTRA satellite system, which has the largest Direct-to-Home (DTH) television reach in Europe, O3b Networks, a global managed data communications service provider and MX1, a leading media service provider that offers a full suite of innovative digital video and media services.

Sector of activity

Satellite services

Turnover, €

> 1 billion

Looking for

End customers, commercial intermediaries, industrial partnership (Maritime Airtime Providers, Internet Service Providers, Government Institutions dealing with Communication Activities, NGOs)

Our representative(s)

Senior Sales Manager Aleksander Maracic

Tomorrow Street

www.tomorrowstreet.co

What we do?

Late Stage Start-up Incubator (Joint Venture between Vodafone and Luxembourg Government).

Sector of activity

Telco, ICT, IoT

Turnover, €

N/A

Looking for

Industrial partnership or co-operation (investors, incubators, accelerators)

Our representative(s)

CEO Tomorrow Street Warrick Cramer

Director & Senior Partner Neil Cocker

Deloitte Tax & Consulting S.à r.l.

www.deloitte.com

What we do?

Deloitte Luxembourg is amongst the leading professional service providers on the market. For over 65 years, Deloitte has delivered high added-value services to national and international clients. Our multidisciplinary teams consist of specialists from different sectors and guarantee harmonized quality services to our clients in their field.

Sector of activity

Services to companies

Turnover, €

274 million

Looking for

End customers (Companies for any type of services offered by Deloitte Luxembourg (audit, consulting, tax))

Our representative(s)

Manager Tax Giedre Tamai

ACTinBlack SARL
www.actinblack.com

What we do?

ACTinBlack (ACT) is a leading developer and manufacturer specializing in Advanced Night Vision Optics. In addition to producing high-quality Night Vision Equipment, ACT is a recognized researcher in the field of Night Vision Technologies.

Working with the world's leading sub-suppliers as well as recognized experts in Optical and Night Vision research, ACT partners with law enforcement and military to develop premier quality Night Vision products and solutions. ACT provides high-end products through years of experience and can offer qualified advice and service with a selection of products to -t the clients' needs. Knowing no two customers are the same, ACT provides customer specific solutions within a short reaction time to solve the most difficult of challenges.

Sector of activity

Defence

Turnover, €

650 000

Looking for

End customers

Our representative(s)

CEO Reimer von Essen

CFI multimodal
www.cfi-mm.lu

What we do?

Logistics services provider (transport, warehousing, customs agency, etc.). Rail-road services using the innovative Lohr Railway System technology.

Sector of activity

Transport and logistics

Turnover, €

220 million

Looking for

End customers, Commercial intermediaries, Industrial partnership or co-operation, Partners for technology transfer

Our representative(s)

Senior Business Development Manager Eric Lambert

GRID Design / Serge Ecker

www.grid-design.lu

<https://luxartcontemporary.lu/category/serge-ecker/>

What we do?

Serge Ecker is trained and qualified in digital imagery and special effects working as an artist and counsellor. In 2008, he set up the company Grid Design, which works in close collaboration with architectural firms, urbanists, artists and designers. Interested in representation of reality through the prism of new technologies. Software for re-composition of space, georeferenced images, 3D scanning, 3D printing, digital printing and lately also hacked knitting machines, are the tools used for this neo-sculpture of space and re-arranging of the architectural form, for his works or his clients' projects. Serge Ecker has chosen to push this know-how beyond its mere technical application by exporting it into his artistic practice. He thus explores the territory of capturing and re-production of places and non-places from a different angle, revealing its strengths and weaknesses but also its incoherencies.

Born in 1982 in Esch-sur-Alzette, Serge Ecker lives and works in Luxembourg. Having graduated from the Ecole Supérieure de Réalisation Audiovisuelle de Nice in France, Serge Ecker turned to 3D modelling, both real and virtual. In 2008, he set up the company Grid Design, which works in close collaboration with architectural firms, urbanists, artists and designers. Serge Ecker has chosen to push this know-how beyond its mere technical application by exporting it into his artistic practice. He thus explores the territory of capturing and re-production of places and non-places from a different angle, revealing its strengths and weaknesses but also its incoherencies.

Sector of activity

Design, Art, 3D visualisation

Turnover, €

N/A

Looking for

Institutions for exchange (ex. Vilnius Art Academy), Galleries

Our representative(s)

Serge Ecker

Luxembourg Maritime Cluster

www.cluster-maritime.lu

What we do?

Present and develop the maritime economy in Luxembourg (and abroad).

Sector of activity

Professional association

Turnover, €

N/A

Looking for

Professional associations (maritime decision makers, cluster representatives (if any), government representatives in maritime)

Our representative(s)

Managing Director Charles Gosselin
Chairman Maire Fabrice

Luxembourg for Finance

www.luxembourgforfinance.com

What we do?

Agency for the development of the financial center of Luxembourg.

Sector of activity

Banking / Finance

Turnover, €

N/A

Looking for

Commercial intermediaries, partners for technology transfer (interested in developing international business through Luxembourg)

Our representative(s)

FinTech Advisor Robert Jarvis